

## Message Text

UNCLASSIFIED

PAGE 01 DHAHRA 00871 241046Z  
ACTION NEA-10

INFO OCT-01 EB-07 ISO-00 COME-00 PASS-00 /018 W  
-----057512 241103Z /10

R 240930Z JUL 77  
FM AMCONSUL DHAHRAN  
TO SECSTATE WASHDC 5586

UNCLAS DHAHRAN 0871

E.O. 11652: N/A  
TAGS: BEXP, SA  
SUBJECT: REQUEST FOR FURNITURE PRICE QUOTATIONS

TP: MR. I.L. BANDREMENT  
PROGRESSIVE FURNITURE CO., INC.  
N.W. COR. 32ND AND REED STREETS  
PHILADELPHIA, PA. 19146  
TEL: 215-H07-9400

REF: YOUR LETTER OF JUNE 23, 1977

1. YOUR CATALOG AND RETAIL PRICE LIST WERE SHOWN TO LOCAL FURNITURE DEALER WHOSE FIRST REACTION APPEARED TO BE FAVORABLE. HOWEVER, AFTER TAKING INTO CONSIDERATION FIFTY PERCENT DISCOUNT ON ORDERS OVER US \$2,000, IT IS STILL VERY DIFFICULT TO ESTIMATE A ROUGH C & F COST FOR SHIPMENT OF YOUR PRODUCTS TO PORT OF DAMMAM, SAUDI ARABIA.

2. FIRM REQUESTS YOUR LOWEST C & F, DAMMAM QUOTATION (INSURANCE TO BE COVERED AT THIS END) FOR FULL RANGE OF YOUR DINING FURNITURE. FIRM INDICATES THAT MINIMUM ORDERS WILL BE FOR 25,000 PLUS PER SHIPMENT IN CONTAINER LOADS. IF IT POSSIBLE TO SHIP ANY OF YOUR SETS IN KNOCKED DOWN PACKING FOR RE-ASSEMBLY HERE, THIS WILL BE ACCEPTABLE AS IT WOULD SAVE ON FREIGHT COSTS. FIRM ALSO REQUESTS SPECIAL DISCOUNT RATE FOR ORDER OVER US \$25,000.

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2. IN SUPPORT EFFORTS TO INTRODUCE AMERICAN MADE FURNITURE IN THIS MARKET, WE ADVISE THAT YOUR C & F, DAMMAM QUOTATIONS WILL PLAY IMPORTANT ROLE IN DETERMINING MARKET REACTION. SUPPLIERS FROM TAIWAN, JAPAN AND EUROPE MAY HAVE COMPETITIVE ADVANTAGE BECAUSE OF LOWER SHIPPING COSTS TO SAUDI ARABIA BUT THIS DIFFERENCE CAN

POSSIBLY BE OFF-SET WITH EVIDENCE OF BETTER QUALITY U.S.  
PRODUCT. REPLY BY LETTER TO AMERICAN CONSULATE GENERAL, APO  
NEW YORK 09616.

AMERICAN CONSULATE GENERAL  
DHAHRAN, SAUDI ARABIA.  
LUCIUS

NOTE BY OC/T: DHAHRAN 871 PASSED ABOVE ADDRESSEE.

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NNN

## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Sent Date:** 24-Jul-1977 12:00:00 am  
**Decaption Date:** 01-Jan-1960 12:00:00 am  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01-Jan-1960 12:00:00 am  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
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**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D770264-0122  
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**Office:** ACTION NEA  
**Original Classification:** UNCLASSIFIED  
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**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** REQUEST FOR FURNITURE PRICE QUOTATIONS TP: MR. I.L. BANDREMENT PROGRESSIVE FURNITURE CO., INC.  
**TAGS:** BEXP, SA  
**To:** STATE  
**Type:** TE  
**vdkgvwkey:** odb://SAS/SAS.dbo.SAS\_Docs/fedd8264-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
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